

13 January 1949

The Editors,  
WHO'S WHO IN AMERICA  
Marquis Publications Building  
Chicago 11, Illinois

Gentlemen:

My biographical sketch, as it appears  
in the current "WHO'S WHO IN AMERICA," is correct.

Sincerely,

*Signed & dist 1/13/49*  
R. H. HILLENKOETTER  
Rear Admiral, USN  
Director of Central  
Intelligence

DOCUMENT NO. 61  
NO CHANGE IN CLASS ☒  
☐ DECLASSIFIED  
CLASS. CHANGED TO: TS S O  
NEXT REVIEW DATE: \_\_\_\_\_  
AUTH: HR/70/4  
DATE 10/4/84 REVIEWER:  STAT

WHO'S WHO IN AMERICA

EDITORIAL OFFICES  
MARQUIS PUBLICATIONS BUILDING  
CHICAGO-11 ILLINOIS U.S.A.

"The Nationally Noteworthy"  
1898 - Fifty-First Year - 1949

Dear Biographee:

Confident that you will agree it is well worth the doing . . .

I have just agreed to an undertaking which calls for a bit of cooperation from you - and a lot of time and effort here in our shop.

It is to prepare a vocational analysis of those listed in "Who's Who" - to be published first in the coming new Twenty-Sixth Edition.

\* \* \*

Literally, from the printing of Volume I in the Nineteenth Century

. . . year-in-and-out throughout the half century (and more) consistently careful and impartial selection of the nationally noteworthy has brought "Who's Who" its place among American institutions . . .

useful studies have been based on "Who's Who" - made by outstanding authorities in this country and overseas - important enough to be significant educational and social contributions to our knowledge of achievement factors . . .

. . . to determine where those listed in its widely consulted pages are located, what their social and economic origins are, how they were educated . . .

and a vocational analysis of "Who's Who" has long been in demand for use in facilitating them.

\* \* \*

Very real responsibilities obviously go along with acceptance as an American institution, and since providing such a vocational tabulation is so evidently among ours . . .

If you become interested in more of the enclosed excerpt from the "Congressional Record" than the directly-in-point paragraph marked in red, James M. Cain is responsible!

Card dispatched 1-24-49

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to bring their discount privilege to the attention of biographees . . .

which I confess is my reason for having had them printed on the reverse side of the tabulators' card enclosed.

\* \* \*

As they will, I trust, make obvious at a glance, this discount privilege is to us here . . .

one way in which we can offer a bit more than a "thank you" for valued, indispensable cooperation in providing accuracy for what has become a reference necessity throughout the world . . . and endeavoring to make it more useful . . .

in such ways as that about which I now write you.

Yours very truly,

*Wheeler Sammons*

WA/VIA

Wheeler Sammons  
Publisher

The Enclosures

The red-marked paragraph in a  
"Congressional Record".  
The combined tabulators' card and  
biographees' discount form.  
A postpaid return envelope.

*For an example of the  
type of statistics  
compiled from "Who's Who",  
I refer you to the last  
page of this letter, which  
being processed by  
copying to make  
so practical*

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I have, as an unavoidable step in compiling it, to turn to you for the favor I am asking -

for but a moment to make a checking or a notation and then to mail back to me - in the accompanying postpaid and self-addressed return envelope - the enclosed tabulators' card.

\* \* \*

While . . . for justification in making this request . . .

I must rely principally on the evidence of the worth of the project in hand which I submit to you in this letter . . .

I can use it both to provide an additional opportunity for you to take advantage - before expiration - of the discount to which you, as a currently listed "Who's Who" biographee, are entitled before publication only on placing an advance-of-publication subscription to the new Twenty-Sixth Volume - a complete name-by-name revision that in addition initially lists those selected for inclusion during the past two years - in which the new vocational analysis will first appear . . .

~~and to make doing so unusually convenient . . .~~

by including - as you will notice has been done - space for a validating signature on the tabulators' card, so that it may also be used for obtaining a biographees' subscription discount:

A discount which is a marked dollars-and-cents advantage making it possible for biographees to have readily to hand at but a nominal cost the nation's noteworthy as currently listed in "Who's Who".

\* \* \*

As you have been listed in "Who's Who", you are perhaps familiar with the three practical whys and wherefors of this biographee-restricted discount . . . but

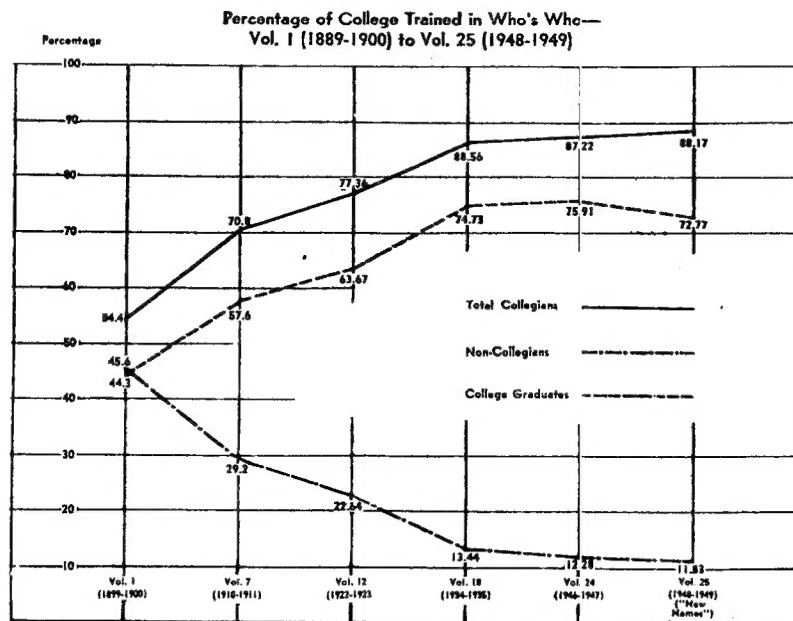
I like to get them into the record frequently, and particularly our reasons for using the routine editorial letters

is  
little  
doing  
well.

A STUDY OF THE EDUCATIONAL EQUIPMENT OF  
"WHO'S WHO" BIOGRAPHEES

	1946-47 EDITION (OVERALL)		1948-49 EDITION ("NEW" NAMES)	
	Number	Percent	Number	Percent
Number of names in edition (less Addendum) . . . . .	36,789		4,893	
Furnishing insufficient educational data . . . . .	1,379		724	
Furnishing general educational data . . . . .	35,410	100.00	4,169	100.00
College graduates . . . . .	26,886	75.91	3,034	72.77
Graduates also holding masters' degrees . . . . .	4,598	12.98	470	11.27
Graduates also holding doctors' degrees . . . . .	9,697	27.39	984	23.60
Attended college but did not graduate* . . . . .	4,171	1.78	642	15.40
Total collegians, graduates and non-graduates . . . . .	31,057	87.72	3,676	88.17
Special study (music, art, dramatic school, special tutoring, etc.) . . . . .	967	2.73	132	3.16
Academy or high (or equivalent) or common school only . . . . .	3,386	9.55	361	8.67
Total with no college training . . . . .	4,353	2.28	493	11.83
	35,410	100.00	4,169	100.00
*Percentage of non-graduates to total collegians		13.43		17.46

Typical statistics on the educational equipment of "Who's Who" biographees such as are presented, brought down to date biennially, in each Edition.



A chart typical of those illustrating some specialized aspect of the statistics compiled from each Edition of "Who's Who". (In Volume 26 similar treatment will be given to the vocational data now being compiled with your assistance.)

Approved For Release 2006/12/01 : CIA-RDP80R01731R00130013004

Brief returned to "Who's Who" Sept 17, 1948  
with following corrections:

Central Intelligence Dept - changed to Agency  
Office: Navy Department, Wash 25, D. C. - changed to  
Address: 2430 E Street, NW, Washington 25, D. C.

R

Approved For Release 2006/12/01 : CIA-RDP80R01731R00130013004

**Both because**

"Who's Who in America" is confined to data of general national reference interest --

and the Editors prefer to follow both your judgement on that score and your re-scrutiny of personal data with which you are far more familiar than our staff can hope to be, they have not had transferred to the enclosed printer's copy sheet any changes in, or additions to, your sketch which you may have previously supplied for a Marquis sectional biographical reference compilation or for "Who Knows - And What," or any previous corrections of errors.

**It is therefore requested**

that you mark on the enclosed form all corrections or additions, whether or not previously supplied, which you consider to be of general national reference interest and/or which are corrective of errors.

THE EDITORS

The after-publication (list) price of the new Volume 26 is \$13.60 (and 50 cents on account of shipping and delivery), but if this order is placed by the biographees named on the covering envelope and is accompanied by remittance (business, institution or individual check), the biographees' prepayment entitles them to a 10% discount—extended to some degree reciprocal pre-publication 10% discount—extended to some degree reciprocal pre-payment for the cooperation in checking data for accuracy which the Editors must of necessity request—may be taken, making the net (delivered) price \$12.70 (to biographees only). Otherwise billing will be made at the \$13.60 list price after publication. "Who's Who" represents a normal (delivered) list price after publication. ("Billing to another than the biographer—professional or business expense. (If billing to another than the biographer—to a business or an institution—is desired, supply details below.)")

(Valid only if used by or on behalf of the addressee  
named in the covering envelope.)

Date.

**THE A. N. MARQUIS COMPANY**

**Chicago-11 U. S. A.**

Please enter for the undersigned a pre-publication order assuring \_\_\_\_\_ cop \_\_\_\_\_ of Volume 26 (1950-51) WHO'S WHO IN AMERICA, paying all delivery costs. Check—individual, institution or company—for \$12.70 each is attached (see box above).  
☐ Bill me for \$13.60 (plus 50 cents on account of increased delivery costs—total \$14.10). ☐ Bill institution or concern indicated below for my attention. ☐ Requisition (or purchase form) attached or will follow.

**Please Print**

**Please Print  
Out Your Name.**

## Your

**Signature.**

(To assist in avoiding clerical errors, please print  
out at the left, signing to the right.)

(Must be that of the Marquis biographee named in the accompanying proof.)

**Shipping Address**

Render bill in name of.

(If a business, institution or other payer is to be billed, please print out its name on second line above, and give address on line above, if different from that specified for shipping on third line above.)



WHO'S WHO IN AMERICA

EDITORIAL OFFICES  
MARQUIS PUBLICATIONS BUILDING  
CHICAGO-11 ILLINOIS U.S.A.

1898 The Fiftieth Anniversary  
of "Who's Who in America" 1948

Dear Biographee:

This letter is about the asterisk . . .

beside the last word of your "Who's Who" biography-in-brief on the enclosed special editorial revision sheet.

There are only a handful of these asterisks scattered through the 2,976 pages of "Who's Who", but the Editors "view with alarum" each one of them . . .

for they indicate that according to our records the usual revisionary communications from our compilative section have not been answered.

\*

\*

\*

The basic purpose of "Who's Who in America" is to serve legitimate reference requirements centering primarily at educational institutions, libraries, newspapers, magazines, broadcasting organizations and similar enterprises throughout the world.

This makes it necessary to revise the listings constantly in order to keep them up to date

. . . and our Editors accordingly spend much time and thousands of dollars annually on this day-in-and-day-out task.

\*

\*


\*

However, your cooperation is essential if the data concerning you is to be both accurate and down-to-date - a moment only to check the standing sketch and add the data necessary to currency

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. . . early return of the enclosed special revision listing proof brought down to date - as to address and otherwise - particularly helpful to our Editors - a postpaid return envelope is enclosed.

Yours very truly,



Wheeler Sammons  
Publisher

WA/CXA

P. S. If correct pronunciations of your given and surnames are at all difficult and are not now correctly indicated, will you kindly indicate correct pronunciations on the enclosed sheet in any convenient manner?

The Enclosures:

- A clipping of your sketch as marked with an asterisk in Volume 25 of "Who's Who".
- "Why You Are Listed By Marquis in 'Who's Who'".
- A postpaid and self-addressed return envelope.
- A biographee's privilege form which you are welcome to use if you desire a copy of the new (Volume 26 - 1950-51) "Who's Who" at the advance-of-publication discount customarily extended to biographees in reciprocation to at least some degree for cooperation with our Editors such as this letter requests.

*I have had this by lithography  
letter procured to reproduce  
so as to be able to reproduce  
the illustrations in the last  
page.*

Page Two

. . . with a result that is surely mutually advantageous, for it is to your interest as well as the compilers' to assure both accuracy and a personal checking to data which are to be available in libraries - and newspaper and similar offices - throughout the world.

\* \* \*

However, if the Editors' routine communications facilitating revision do not reach you because of an ineffective or out-of-date address, this mutually advantageous first-hand checking, which listings in "Who's Who" normally reflect, will be lacking

. . . and the Editors, out of fairness to reference users of the volume, will then have to signal that fact . . .

which they do by placing the asterisk at the end of your sketch.

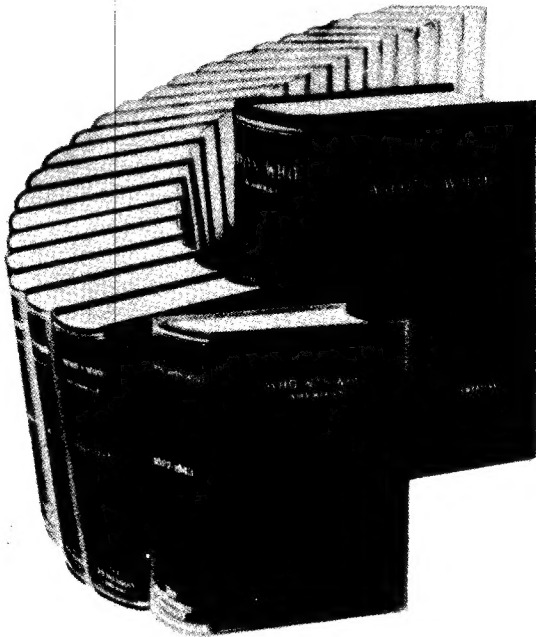
\* \* \*

Volume 26 (1950-51) of "Who's Who" - the first Edition in its second half-century of publication - is now in compilation and the favor I have to ask is that you use the accompanying sheet as a convenient means of supplying the Editors with your current address, and as well to bring to their attention any corrections and changes in your sketch which are now necessary to bring it down to date accurately.

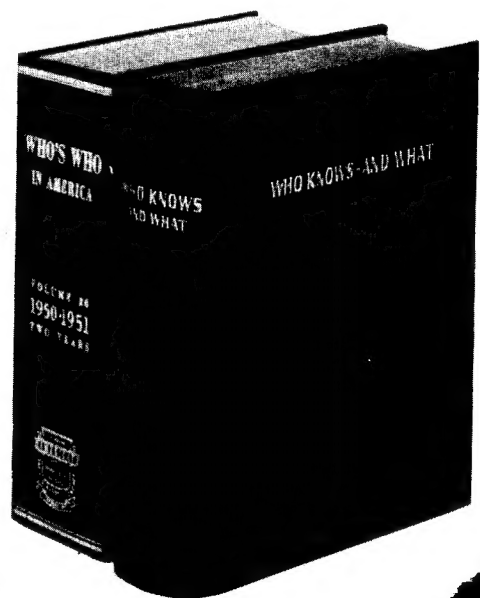
If for any reason you do not wish addresses published with your sketch, but prefer that they only be available to our staff, just check in the square which is provided on the sheet - in the lower left-hand corner - for so instructing the Editors.

\* \* \*

Your cooperation will be appreciated, and the



A graphic illustration - actual bindings or sizes not indicated - of the remarkable scope of "Who's Who" and "Who Was Who" in combination - twenty-odd volumes encompassed!



On the left, a bindery-dummy indicating the format for the new Edition (Volume 26) of "Who's Who". To the right is its new companion volume, Who Knows - And What. The latter, the first reference work of its kind, will be in two sections: (1) a listing by specialisms - of those possessing authoritative and expert knowledge on specialized subjects; and (2) biographical sketches of the specially informed biographees.